

December 2019



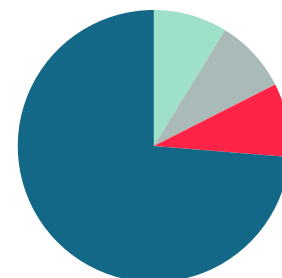
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	24	22	-8.33%
Pending Listings	20	22	10.00%
New Listings	36	39	8.33%
Average List Price	156,977	186,581	18.86%
Average Sale Price	148,311	180,522	21.72%
Average Percent of Selling Price to List Price	95.57%	97.15%	1.66%
Average Days on Market to Sale	61.08	48.27	-20.97%
End of Month Inventory	195	185	-5.13%
Months Supply of Inventory	6.82	6.27	-8.08%



■ Closed (8.76%)
■ Pending (8.76%)
■ Other OffMarket (8.76%)
■ Active (73.71%)

Absorption: Last 12 months, an Average of **30** Sales/Month
Active Inventory as of December 31, 2019 = **185**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **5.13%** to 185 existing homes available for sale. Over the last 12 months this area has had an average of 30 closed sales per month. This represents an unsold inventory index of **6.27** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **21.72%** in December 2019 to \$180,522 versus the previous year at \$148,311.

Average Days on Market Shortens

The average number of **48.27** days that homes spent on the market before selling decreased by 12.81 days or **20.97%** in December 2019 compared to last year's same month at **61.08** DOM.

Sales Success for December 2019 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 39 New Listings in December 2019, up **8.33%** from last year at 36. Furthermore, there were 22 Closed Listings this month versus last year at 24, a **-8.33%** decrease.

Closed versus Listed trends yielded a **56.4%** ratio, down from previous year's, December 2018, at **66.7%**, a **15.38%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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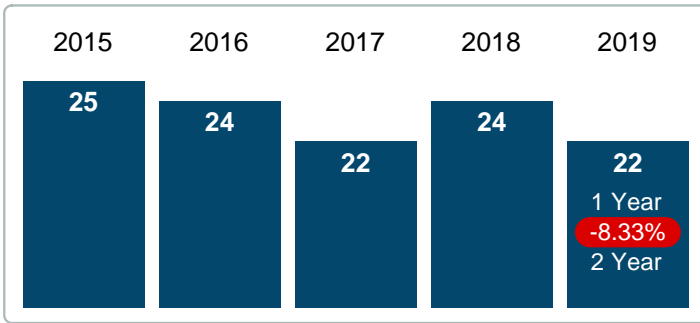
Area Delimited by County Of Mayes - Residential Property Type



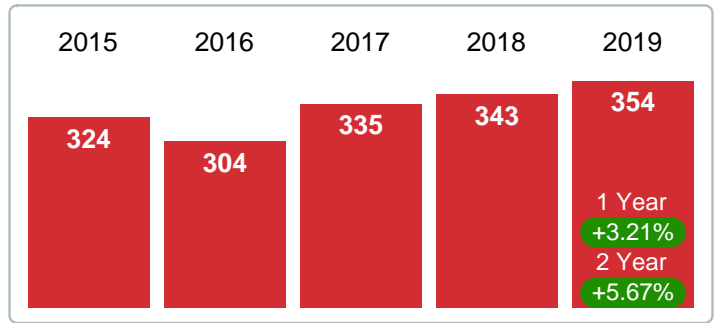
CLOSED LISTINGS

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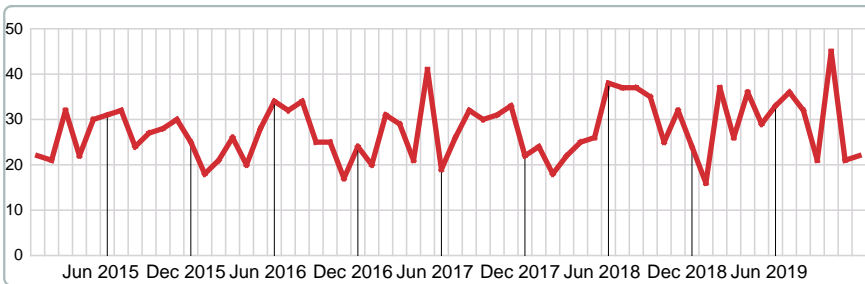
DECEMBER



YEAR TO DATE (YTD)

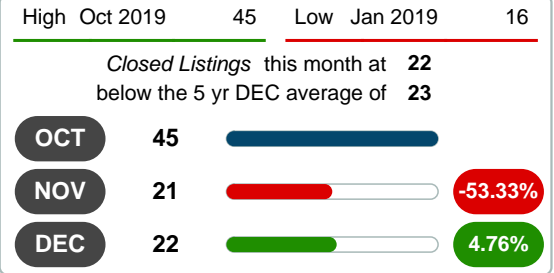


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 23



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	4.55%	170.0	1	0	0	0
\$75,001 - \$100,000	2	9.09%	12.5	0	2	0	0
\$100,001 - \$125,000	2	9.09%	36.0	0	2	0	0
\$125,001 - \$175,000	8	36.36%	47.0	0	5	2	1
\$175,001 - \$225,000	4	18.18%	74.8	1	2	1	0
\$225,001 - \$275,000	2	9.09%	19.5	0	0	1	1
\$275,001 and up	3	13.64%	27.0	1	1	1	0
Total Closed Units	22			3	12	5	2
Total Closed Volume	3,971,482	100%	48.3	608.50K	1.83M	1.14M	395.00K
Average Closed Price	\$180,522			\$202,833	\$152,749	\$227,000	\$197,500

December 2019



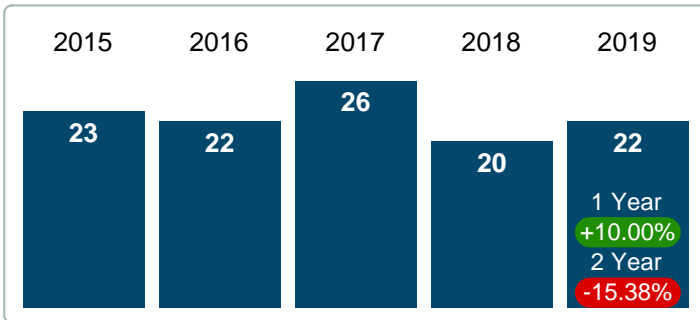
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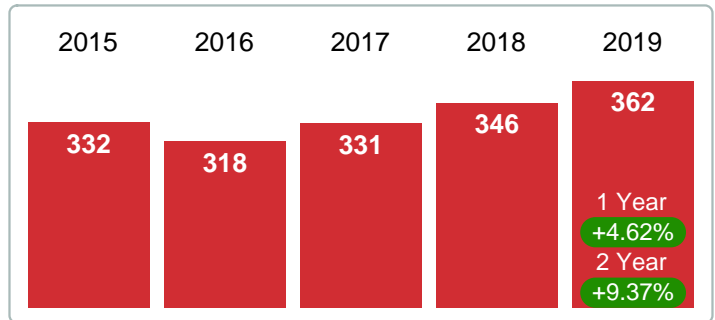
PENDING LISTINGS

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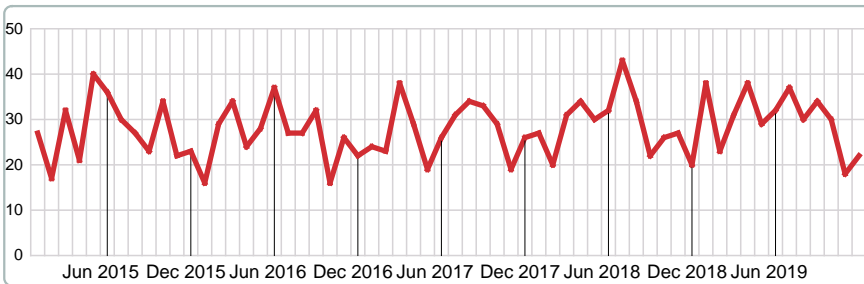
DECEMBER



YEAR TO DATE (YTD)

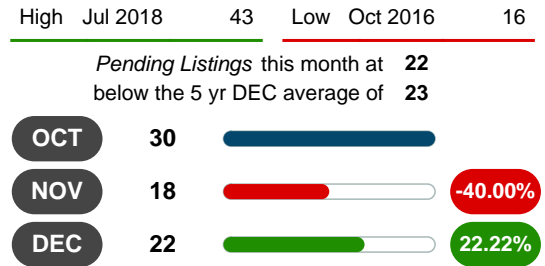


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 23



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	4.55%	18.0	1	0	0	0
\$25,001 - \$75,000	3	13.64%	39.7	0	1	2	0
\$75,001 - \$125,000	3	13.64%	29.7	2	1	0	0
\$125,001 - \$150,000	4	18.18%	57.8	0	4	0	0
\$150,001 - \$250,000	7	31.82%	38.6	0	5	2	0
\$250,001 - \$250,000	0	0.00%	0.0	0	0	0	0
\$250,001 and up	4	18.18%	93.0	0	3	0	1
Total Pending Units	22			3	14	4	1
Total Pending Volume	3,836,900	100%	50.0	182.00K	2.83M	526.70K	300.00K
Average Listing Price	\$174,405			\$60,667	\$202,014	\$131,675	\$300,000

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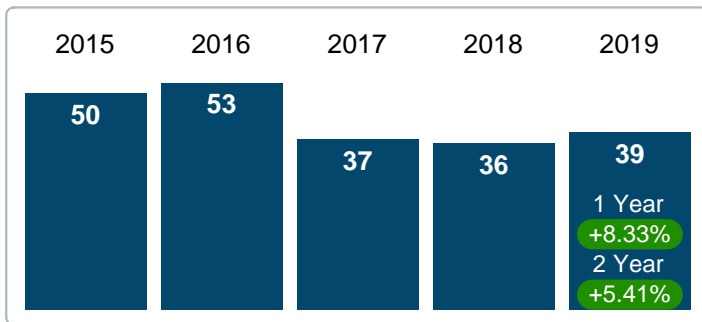
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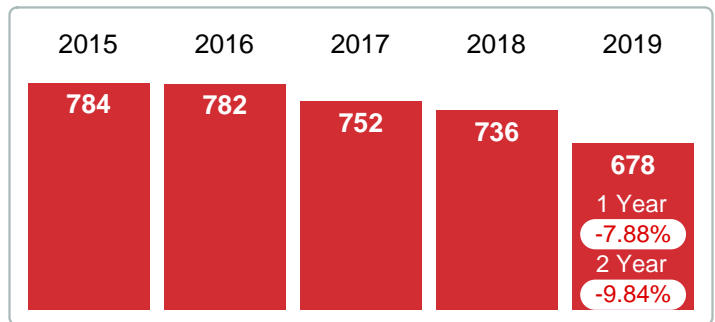
NEW LISTINGS

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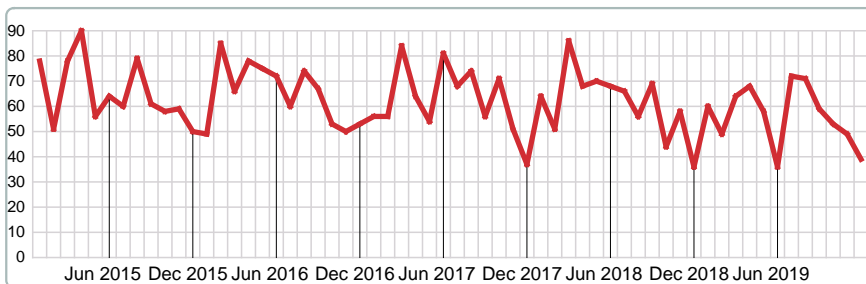
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YEAR TO DATE (YTD)

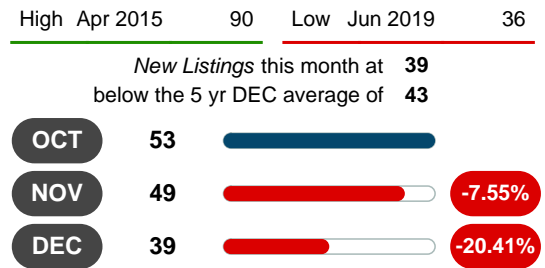


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 43



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$50,000	5	12.82%	3	2	0	0
\$50,001 - \$75,000	5	12.82%	2	3	0	0
\$75,001 - \$150,000	14	35.90%	3	9	2	0
\$150,001 - \$200,000	6	15.38%	0	4	2	0
\$200,001 - \$475,000	6	15.38%	0	5	1	0
\$475,001 and up	3	7.69%	0	0	1	2
Total New Listed Units	39		8	23	6	2
Total New Listed Volume	7,386,100	100%	562.90K	3.52M	1.68M	1.62M
Average New Listed Listing Price	\$178,430		\$70,363	\$153,187	\$280,817	\$807,500

December 2019



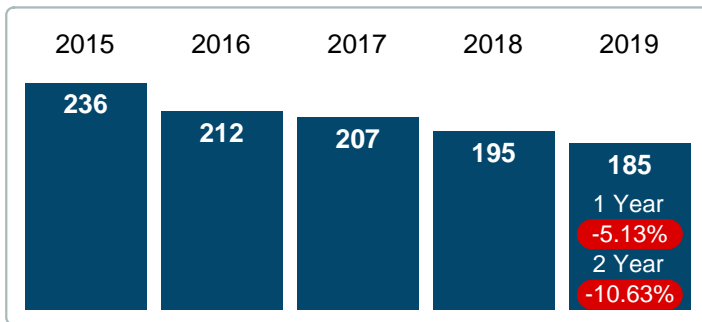
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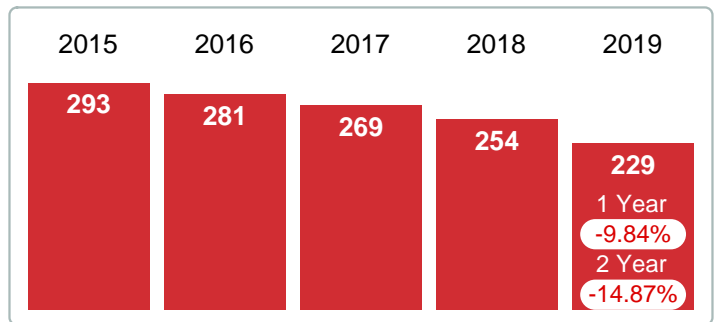
ACTIVE INVENTORY

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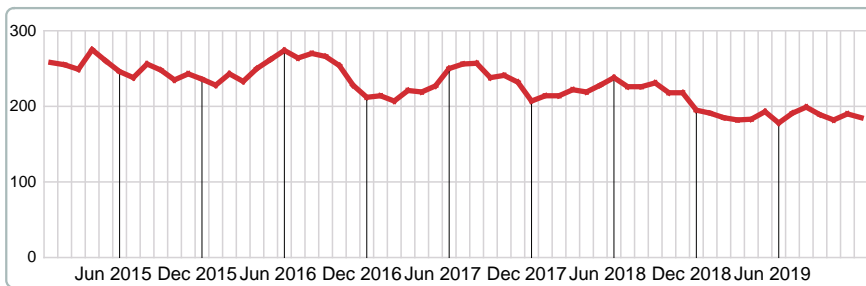
END OF DECEMBER



ACTIVE DURING DECEMBER

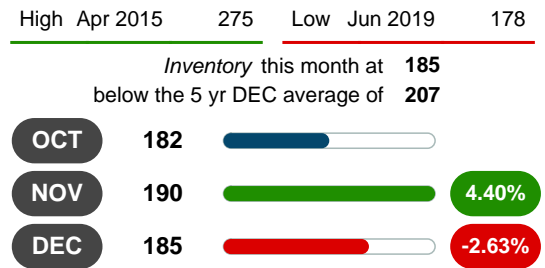


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 207



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	4.86%	63.1	7	2	0	0
\$50,001 - \$75,000	17	9.19%	79.1	4	10	2	1
\$75,001 - \$125,000	34	18.38%	80.7	4	28	2	0
\$125,001 - \$200,000	51	27.57%	85.0	9	35	6	1
\$200,001 - \$325,000	33	17.84%	110.7	4	15	14	0
\$325,001 - \$550,000	22	11.89%	91.3	5	13	3	1
\$550,001 and up	19	10.27%	90.3	1	2	7	9
Total Active Inventory by Units	185			34	105	34	12
Total Active Inventory by Volume	56,472,793	100%	88.5	6.74M	19.53M	11.72M	18.48M
Average Active Inventory Listing Price	\$305,258			\$198,297	\$186,009	\$344,676	\$1,540,058

December 2019



Area Delimited by County Of Mayes - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

MSI FOR DECEMBER

2015	2016	2017	2018	2019

INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
185	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9		4.86%	2.57	3.82	1.26	0.00	0.00	
\$50,001 - \$75,000	17		9.19%	6.80	3.20	8.00	0.00	0.00	
\$75,001 - \$125,000	34		18.38%	5.16	3.43	5.89	3.00	0.00	
\$125,001 - \$200,000	51		27.57%	5.51	8.31	5.38	4.24	4.00	
\$200,001 - \$325,000	33		17.84%	5.74	16.00	4.39	8.40	0.00	
\$325,001 - \$550,000	22		11.89%	13.89	60.00	17.33	6.00	4.00	
\$550,001 and up	19		10.27%	57.00	0.00	24.00	42.00	108.00	
Market Supply of Inventory (MSI)		6.27			6.00	5.73	7.56	12.00	
Total Active Inventory by Units		185	100%	6.27	34	105	34	12	

December 2019



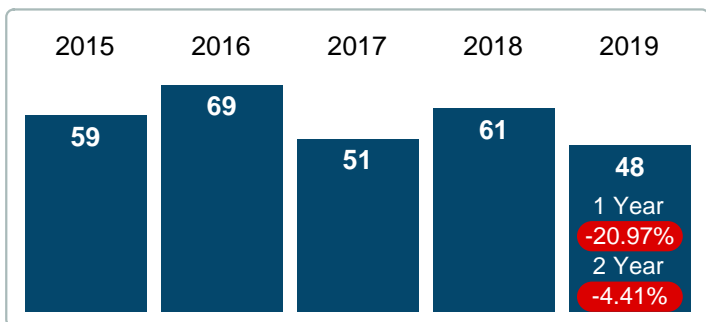
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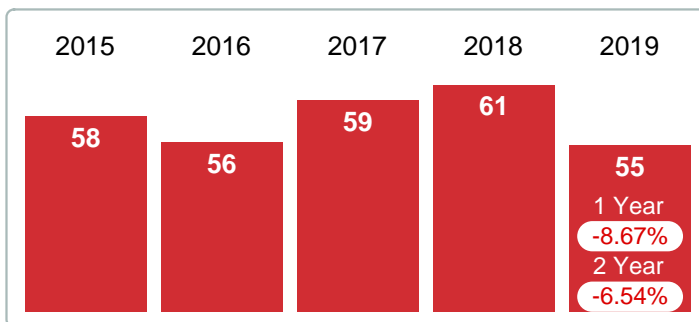
AVERAGE DAYS ON MARKET TO SALE

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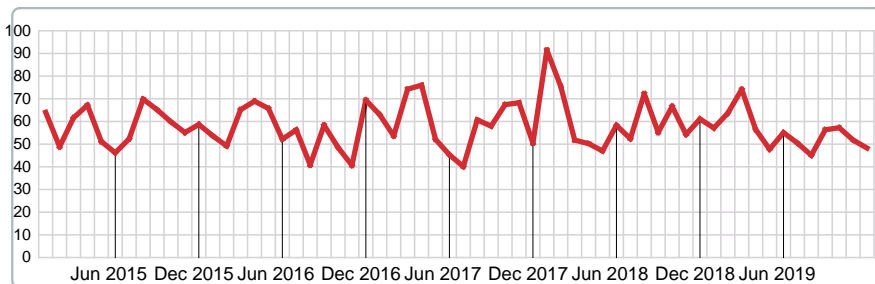
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

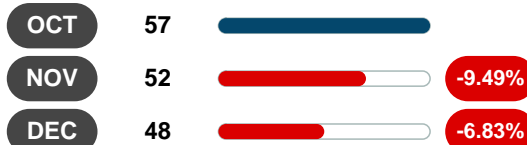


3 MONTHS

5 year DEC AVG = 58

High Jan 2018 91 Low Jul 2017 40

Average Days on Market to Sale this month at 48 below the 5 yr DEC average of 58



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4.55%	170	170	0	0	0
\$75,001 - \$100,000	9.09%	13	0	13	0	0
\$100,001 - \$125,000	9.09%	36	0	36	0	0
\$125,001 - \$175,000	36.36%	47	0	37	44	105
\$175,001 - \$225,000	18.18%	75	62	65	107	0
\$225,001 - \$275,000	9.09%	20	0	0	5	34
\$275,001 and up	13.64%	27	11	51	19	0
Average Closed DOM		48	81	39	44	70
Total Closed Units	100%	48	3	12	5	2
Total Closed Volume		3,971,482	608.50K	1.83M	1.14M	395.00K

December 2019



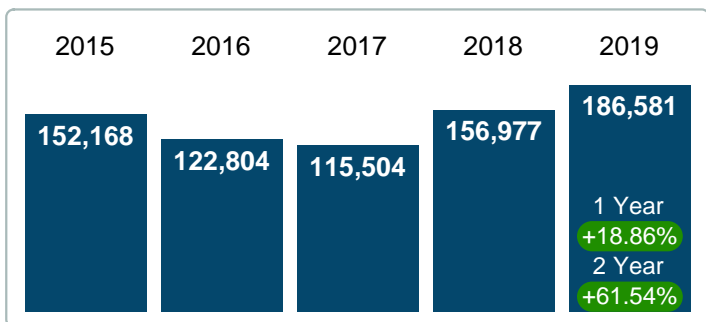
Area Delimited by County Of Mayes - Residential Property Type



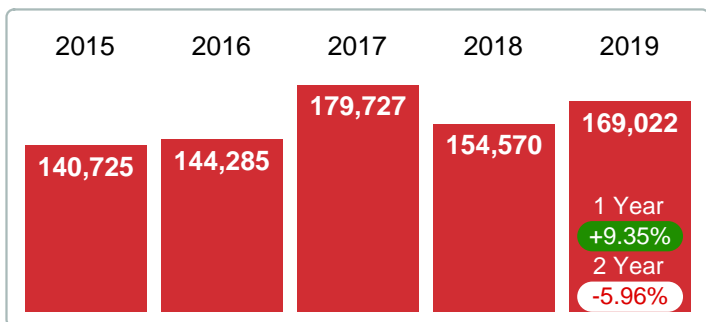
AVERAGE LIST PRICE AT CLOSING

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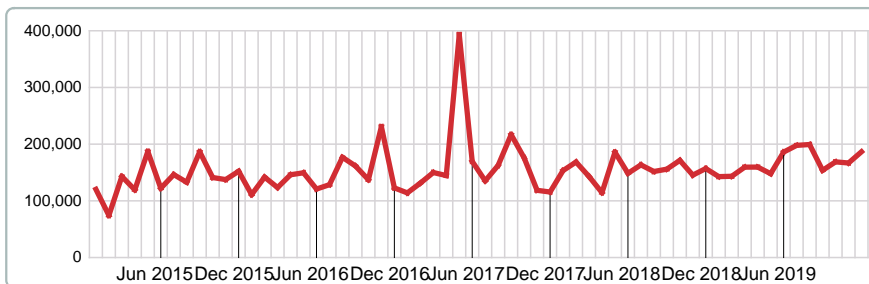
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

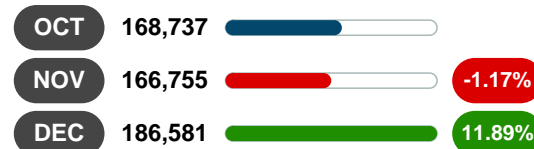


3 MONTHS

5 year DEC AVG = 146,807

High May 2017 393,277 Low Feb 2015 74,311

Average List Price at Closing this month at **186,581**
above the 5 yr DEC average of **146,807**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4.55%	68,500	68,500	0	0	0
\$75,001 - \$100,000	4.55%	85,000	0	95,000	0	0
\$100,001 - \$125,000	13.64%	109,000	0	111,000	0	0
\$125,001 - \$175,000	27.27%	147,530	0	155,036	157,400	155,000
\$175,001 - \$225,000	22.73%	192,840	229,500	192,450	219,500	0
\$225,001 - \$275,000	13.64%	242,833	0	0	250,000	249,000
\$275,001 and up	13.64%	348,800	379,900	299,000	367,500	0
Average List Price		186,581	225,967	155,924	230,360	202,000
Total Closed Units	100%	186,581	3	12	5	2
Total Closed Volume		4,104,782	677.90K	1.87M	1.15M	404.00K

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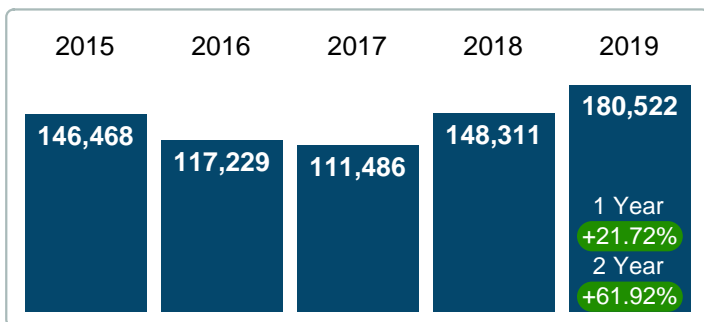
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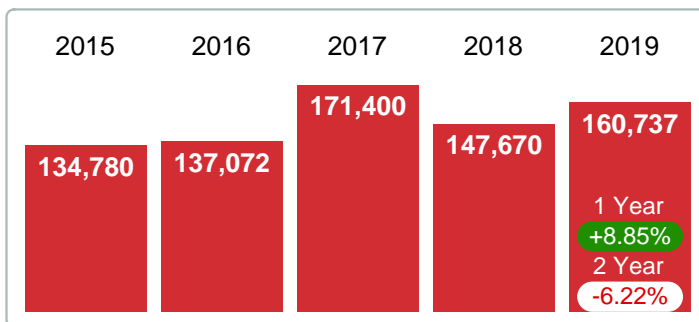
AVERAGE SOLD PRICE AT CLOSING

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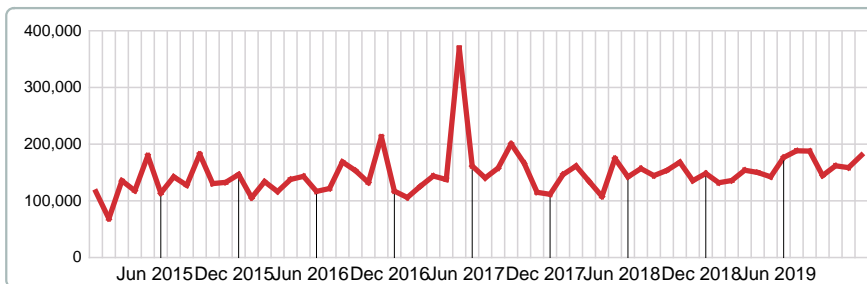
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

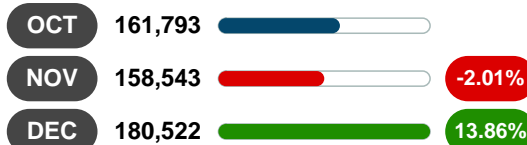


3 MONTHS

5 year DEC AVG = 140,803

High May 2017 369,501 Low Feb 2015 68,582

Average Sold Price at Closing this month at **180,522** above the 5 yr DEC average of **140,803**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4.55%	68,500	68,500	0	0	0
\$75,001 - \$100,000	9.09%	87,200	0	87,200	0	0
\$100,001 - \$125,000	9.09%	111,000	0	111,000	0	0
\$125,001 - \$175,000	36.36%	151,698	0	150,316	153,500	155,000
\$175,001 - \$225,000	18.18%	200,750	190,000	197,000	219,000	0
\$225,001 - \$275,000	9.09%	245,000	0	0	250,000	240,000
\$275,001 and up	13.64%	333,333	350,000	291,000	359,000	0
Average Sold Price		180,522	202,833	152,749	227,000	197,500
Total Closed Units	100%	180,522	3	12	5	2
Total Closed Volume		3,971,482	608.50K	1.83M	1.14M	395.00K

December 2019



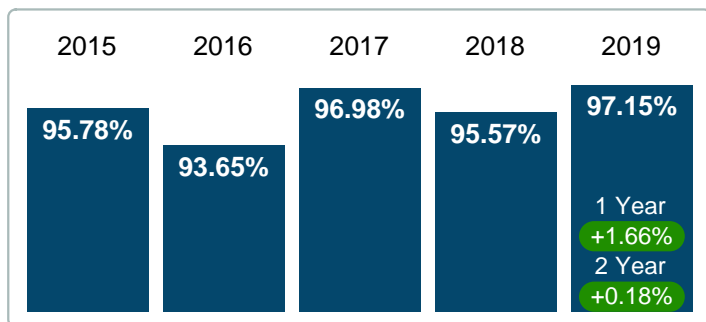
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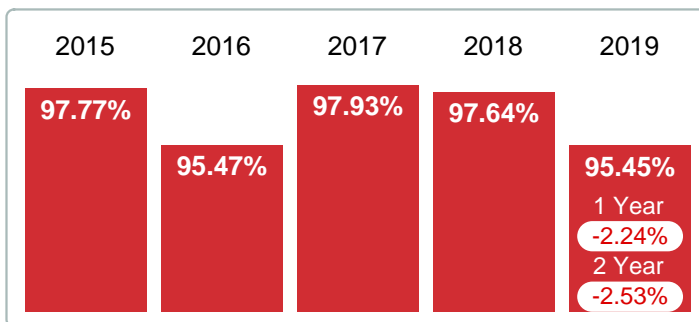
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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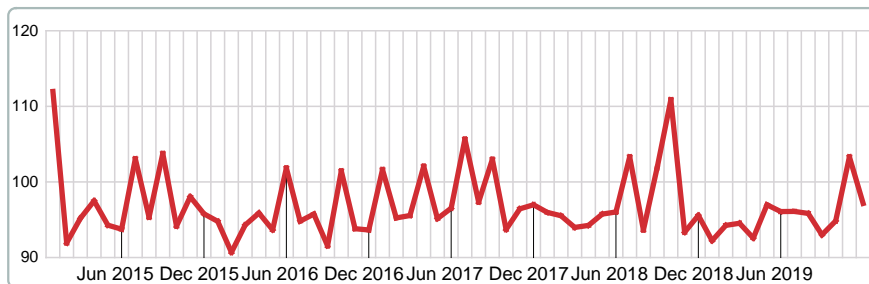
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

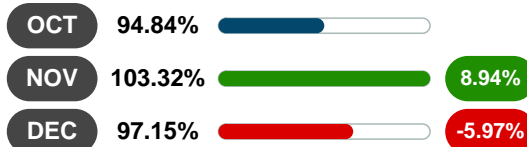


3 MONTHS

5 year DEC AVG = 95.83%

High Jan 2015 111.97% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **97.15%** above the 5 yr DEC average of **95.83%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	4.55%	100.00%	100.00%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	2	9.09%	93.06%	0.00%	93.06%	0.00%	0.00%
\$100,001 - \$125,000	2	9.09%	100.00%	0.00%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	8	36.36%	97.56%	0.00%	97.07%	97.56%	100.00%
\$175,001 - \$225,000	4	18.18%	96.82%	82.79%	102.36%	99.77%	0.00%
\$225,001 - \$275,000	2	9.09%	98.19%	0.00%	0.00%	100.00%	96.39%
\$275,001 and up	3	13.64%	95.71%	92.13%	97.32%	97.69%	0.00%
Average Sold/List Ratio		97.20%		91.64%	97.79%	98.52%	98.19%
Total Closed Units		22	100%	3	12	5	2
Total Closed Volume		3,971,482		608.50K	1.83M	1.14M	395.00K

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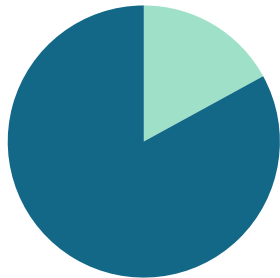
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

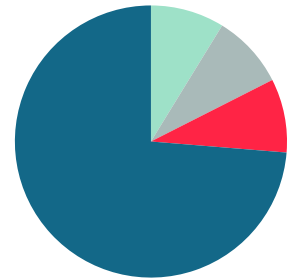


Inventory
 New Listings
39 = 17.03%
 Start Inventory
190
 Total Inventory Units
229
 Volume
\$65,286,193

Market Activity

Closed Sales
22 = 8.76%
 Pending Sales
22 = 8.76%
 Other Off Market
22 = 8.76%
 Active Inventory
185 = 73.71%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	24	22	-8.33%	343	354	3.21%
Pending Sales	20	22	10.00%	346	362	4.62%
New Listings	36	39	8.33%	736	678	-7.88%
Average List Price	156,977	186,581	18.86%	154,570	169,022	9.35%
Average Sale Price	148,311	180,522	21.72%	147,670	160,737	8.85%
Average Percent of Selling Price to List Price	95.57%	97.15%	1.66%	97.64%	95.45%	-2.24%
Average Days on Market to Sale	61.08	48.27	-20.97%	60.63	55.37	-8.67%
Monthly Inventory	195	185	-5.13%	195	185	-5.13%
Months Supply of Inventory	6.82	6.27	-8.08%	6.82	6.27	-8.08%

Absorption: Last 12 months, an Average of **30** Sales/Month

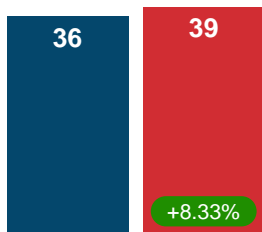
Inventory on December 31, 2019 = **185**

2018 **2019**

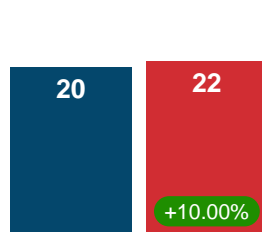
DECEMBER MARKET

AVERAGE PRICES

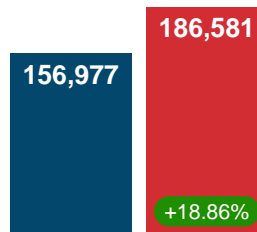
New Listings



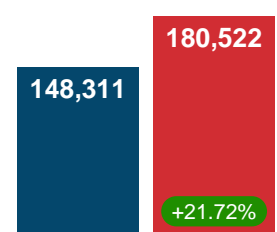
Pending Listings



List Price



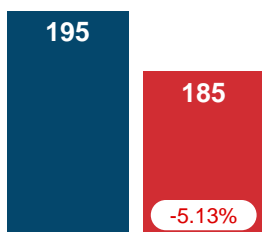
Sale Price



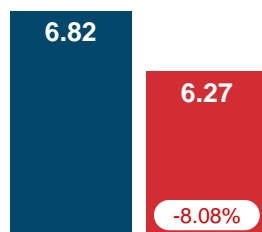
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

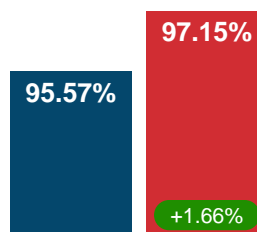
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

